MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
302 3rd. Street, Suite 1, Neptune Beach, FL 32233

For further editorial information contact
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone: (904) 249-0448
Fax: (904) 249-0459

FOR RELEASE: IMMEDIATELY

METAL TREATING INDUSTRY SALES FOR JANUARY 1990
OFF 3.8% FROM JANUARY 1989

January 1990 billings amounted to $47.3 million, down from January 1989 when billings totaled $49.2 million.

January's sales are 12.1% above those recorded by the industry in December, 1989.

For the month four districts outperformed their January 1989 sales total.

A summary of percentage change by geographic regions follows:

	District	Jan 90 vs. Jan 89	Total 1990 vs. 1989
1	New England (MA-RI-CT)	-10.5	-10.5
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 5.9	- 5.9
3	South Central (W.PA-OH-IN-KY)	- 9.5	- 9.5
4	Michigan	-15.4	-15.4
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	27.1	27.1
6	North Central (IL-WI-MN-MO-IA)	0.9	0.9
7	Pacific Coast (CA-AZ-ORE-WASH)	11.6	11.6
8	Southwest (TX-OK-AR-CO-LA-UT)	8.7	8.7
9	Canada	-24.2	-24.2

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32233
ANALYSIS OF NATIONAL BILLINGS

JANUARY, 1990

BILLINGS FOR MONTH

	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1989	1990	%	1989	1990
Total	218	49227.5	47347.6	- 3.8	100.0	100.0
Dist. 1	16	3203.2	2868.0	-10.5	6.5	6.1
Dist. 2	26	4842.9	4557.3	- 5.9	9.8	9.6
Dist. 3	40	8619.9	7803.8	- 9.5	17.5	16.5
Dist. 4	24	6846.8	5789.8	-15.4	13.9	12.2
Dist. 5	18	2833.1	3599.9	27.1	5.8	7.6
Dist. 6	33	8845.4	8924.3	0.9	18.0	18.8
Dist. 7	27	6138.9	6849.8	11.6	12.5	14.5
Dist. 8	18	2941.6	3197.2	8.7	6.0	6.8
Dist. 9	16	4955.8	3757.5	-24.2	10.1	7.9
Foreign	0					

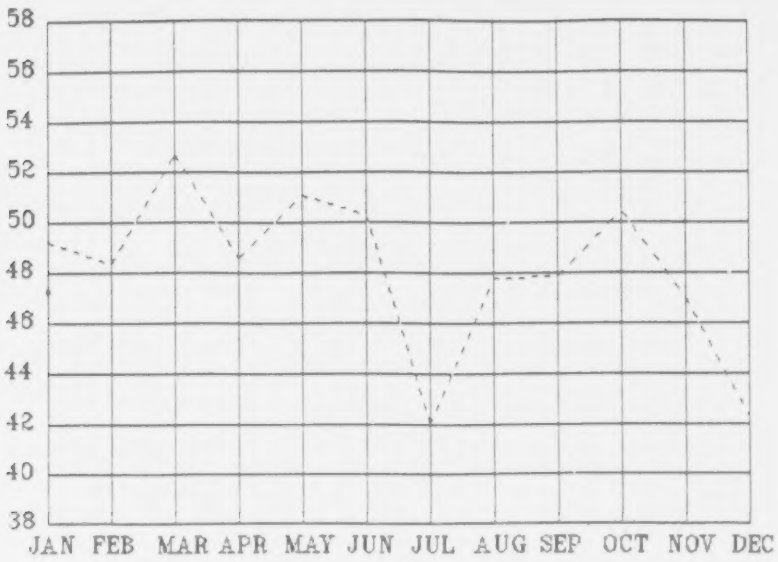
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1989	1990	%	1989	1990
Total	49227.5	47347.6	-3.8	100.0	100.0
Dist. 1	3203.2	2868.0	-10.5	6.5	6.1
Dist. 2	4842.9	4557.3	-5.9	9.8	9.6
Dist. 3	8619.9	7803.8	-9.5	17.5	16.5
Dist. 4	6846.8	5789.8	-15.4	13.9	12.2
Dist. 5	2833.1	3599.9	27.1	5.8	7.6
Dist. 6	8845.4	8924.3	0.9	18.0	18.8
Dist. 7	6138.9	6849.8	11.6	12.5	14.5
Dist. 8	2941.6	3197.2	8.7	6.0	6.8
Dist. 9	4955.8	3757.5	-24.2	10.1	7.9

NOTE: On the following graphs, the January, 1990 sales total is indicated by a small dot on the left-hand vertical axis.

MILLIONS

NATIONAL BILLINGS



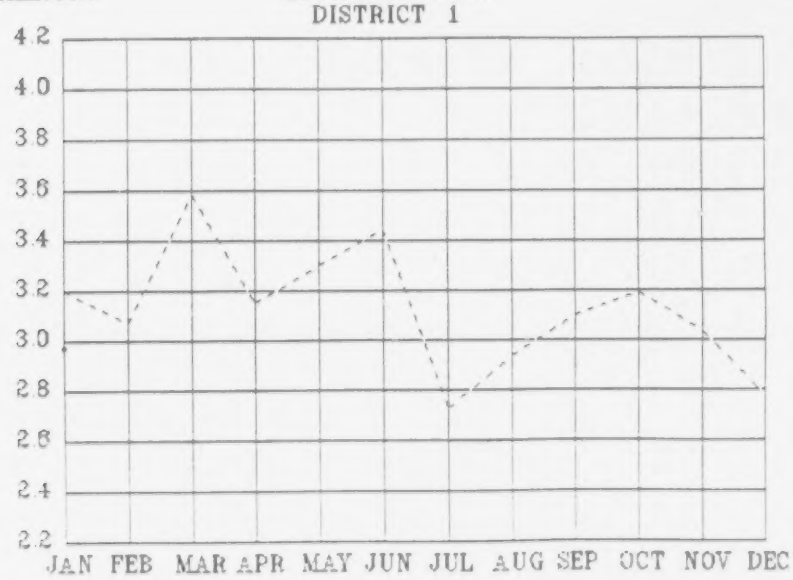
1989 - - - -

1990 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-3.8											
% Change	Cumulative	-3.8											

MILLIONS

MASS.-R.I.-CONN. DISTRICT 1



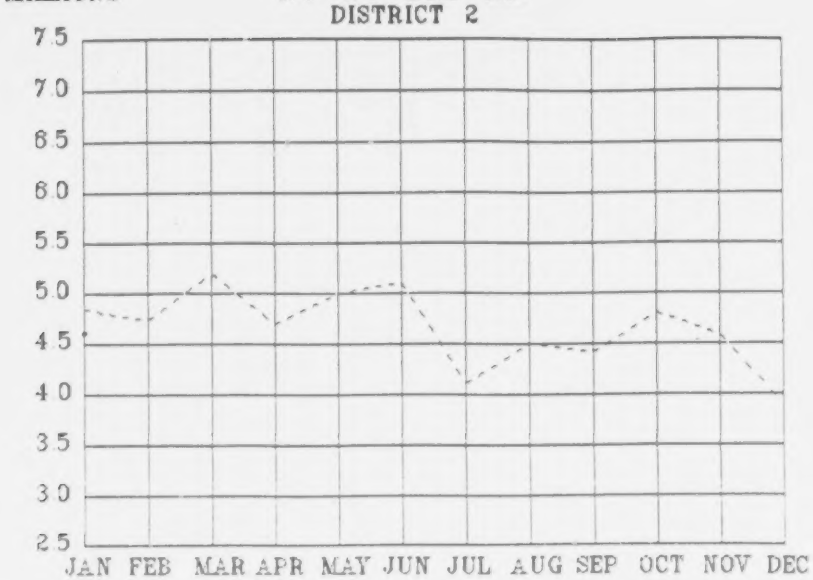
1989 - - - -

1990 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.5											
% Change	Cumulative	-10.5											

MILLIONS

N.Y.-N.J.-E.PA.-MD.
DISTRICT 2



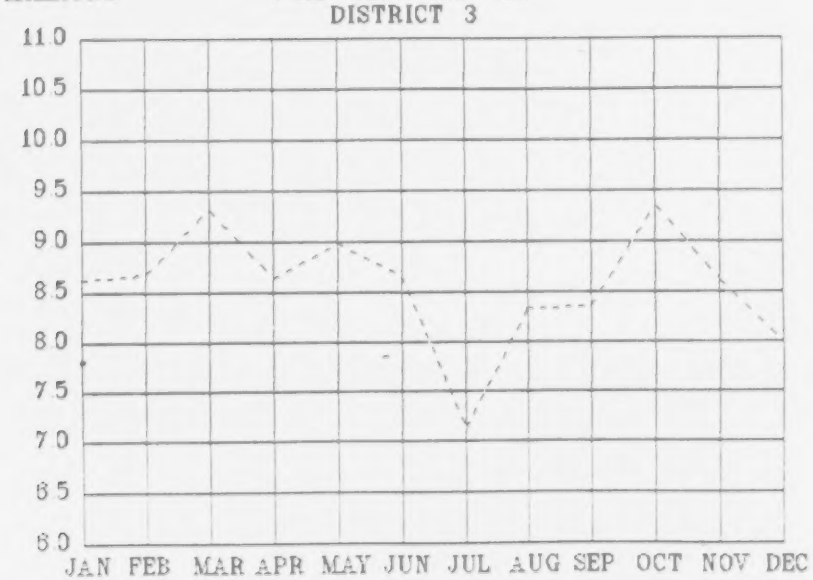
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.9											
% Change	Cumulative	-5.9											

MILLIONS

W.PA.-OHIO-IND.-KY.
DISTRICT 3



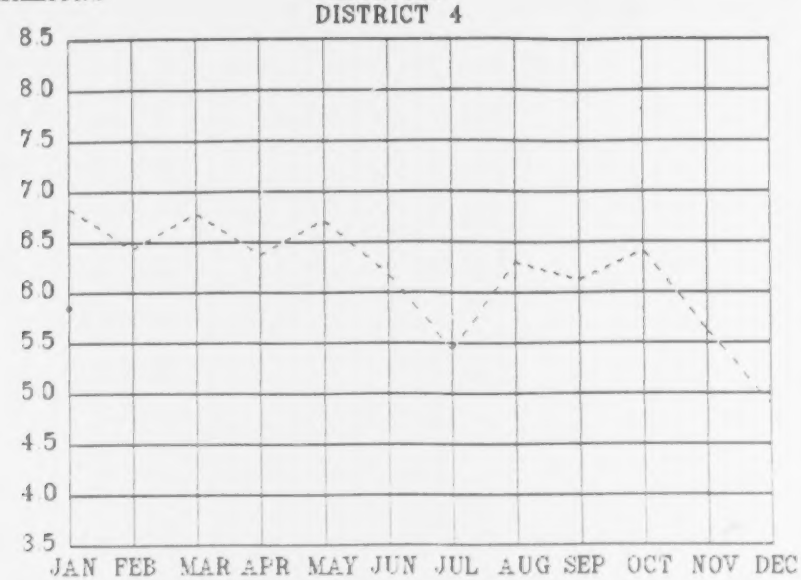
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-9.5											
% Change	Cumulative	-9.5											

MILLIONS

MICHIGAN
DISTRICT 4



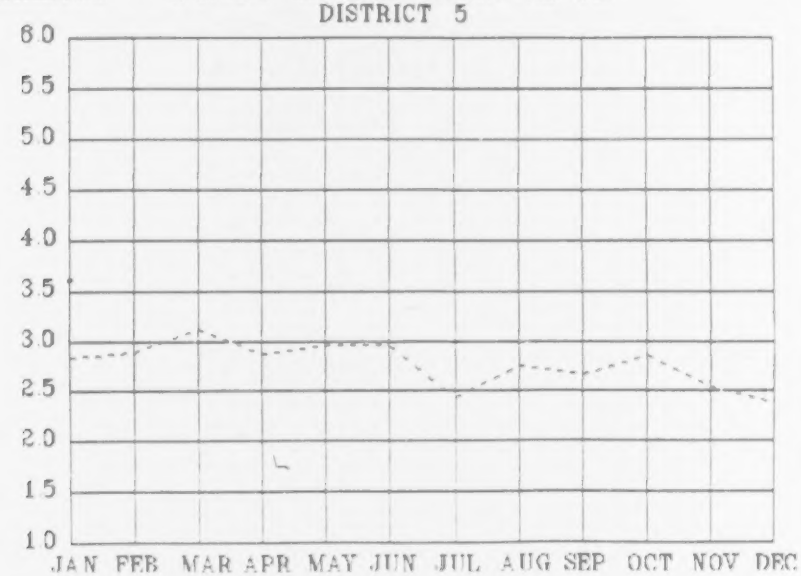
1989 - - - -

1990 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-15.4											
% Change	Cumulative	-15.4											

MILLIONS N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.

DISTRICT 5



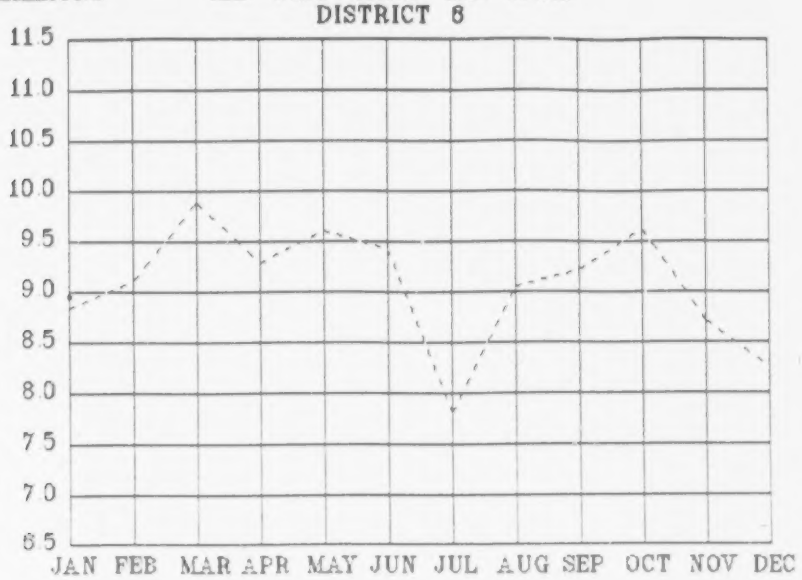
1989 - - - -

1990 _____

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	27.1											
% Change	Cumulative	27.1											

MILLIONS

ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 8



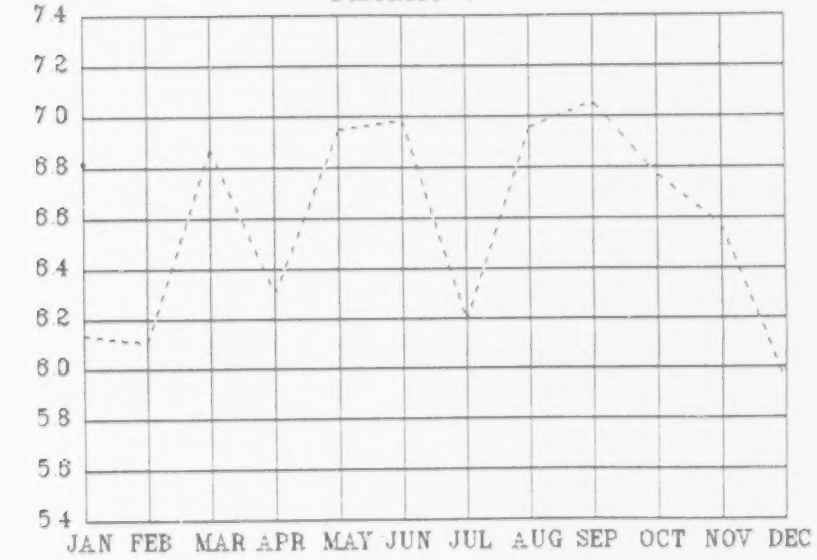
1989 - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9											
% Change	Cumulative	0.9											

MILLIONS

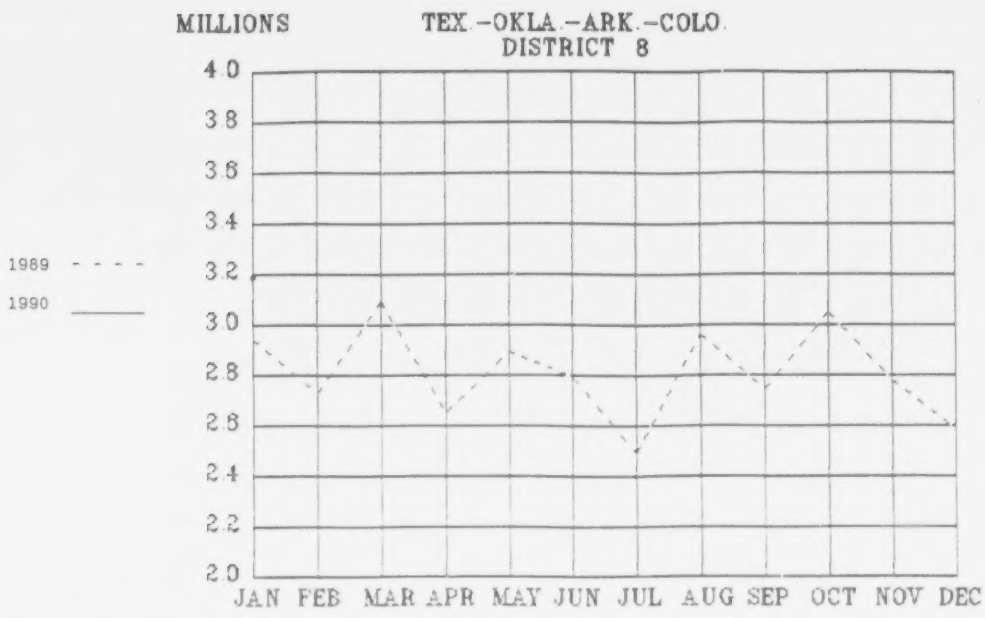
ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



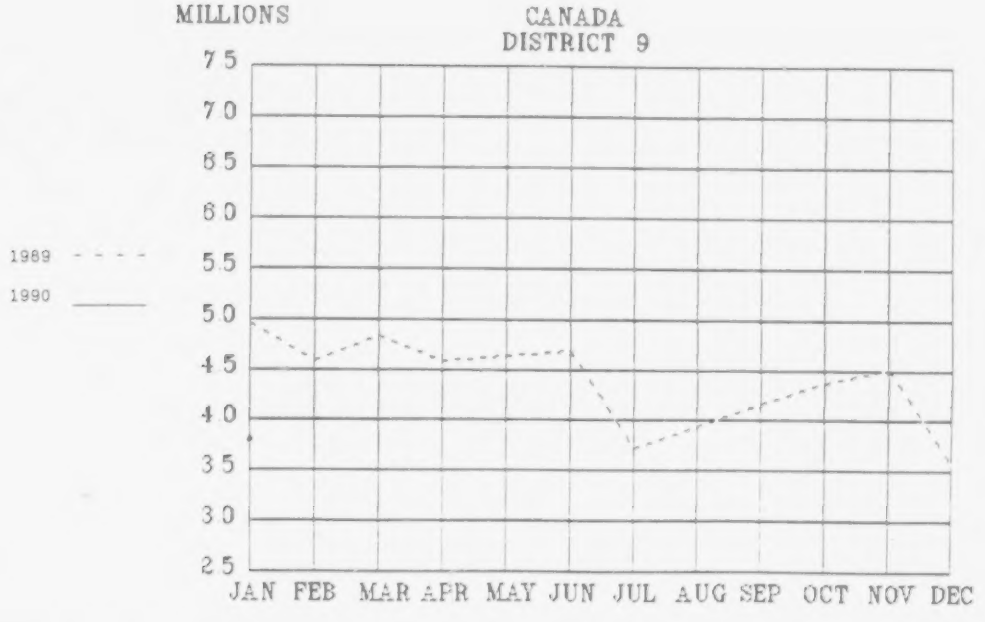
1989 - - - -

1990 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.6											
% Change	Cumulative	11.6											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.7											
% Change	Cumulative	8.7											



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-24.2											
% Change	Cumulative	-24.2											